

# EXHIBIT B

## BEACON PROGRAM - COST / REVENUE EVALUATION

PROJECTED PROJECT COSTS:	Total Five Year	FY 08/09	FY 09/10	FY 10/11	FY 11/12	FY 12/13
Total - Project Specific Costs	\$383,000	\$56,000	\$64,000	\$71,000	\$101,000	\$91,000
Total - Overhead Costs	\$410,229	\$76,500	\$79,178	\$81,949	\$84,817	\$87,786
Total - Non Project Specific Executive Director Costs	\$100,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Total Projected BEACON Costs	\$893,229	\$152,500	\$163,178	\$172,949	\$205,817	\$198,786

PROJECT REVENUES - CURRENT SCENARIO	Total Five Year	FY 08/09	FY 09/10	FY 10/11	FY 11/12	FY 12/13
1 BEACON Annual Dues	\$360,000	\$72,000	\$72,000	\$72,000	\$72,000	\$72,000
2 CCSTWS - Dept. of Boating & Waterways Grant	\$5,000	\$5,000	\$0	\$0	\$0	\$0
3 Oil Piers Project - ExxonMobil Mitigation Funds	\$100,000	\$0	\$10,000	\$30,000	\$30,000	\$30,000
Total	\$465,000	\$77,000	\$82,000	\$102,000	\$102,000	\$102,000
Surplus / Deficit	-\$428,229	-\$75,500	-\$81,178	-\$70,949	-\$103,817	-\$96,786

PROJECT REVENUES - SCENARIO A - 50% Increase in Annual Dues	Total Five Year	FY 08/09	FY 09/10	FY 10/11	FY 11/12	FY 12/13
1 BEACON Annual Dues	\$540,000	\$108,000	\$108,000	\$108,000	\$108,000	\$108,000
2 CCSTWS - Dept. of Boating & Waterways Grant	\$5,000	\$5,000	\$0	\$0	\$0	\$0
3 Oil Piers Project - ExxonMobil Mitigation Funds	\$100,000	\$0	\$10,000	\$30,000	\$30,000	\$30,000
Total	\$645,000	\$113,000	\$118,000	\$138,000	\$138,000	\$138,000
Surplus / Deficit	-\$248,229	-\$39,500	-\$45,178	-\$34,949	-\$67,817	-\$60,786

PROJECT REVENUES - SCENARIO B - 100% Increase in Annual Dues	Total Five Year	FY 08/09	FY 09/10	FY 10/11	FY 11/12	FY 12/13
1 BEACON Annual Dues	\$720,000	\$144,000	\$144,000	\$144,000	\$144,000	\$144,000
2 CCSTWS - Dept. of Boating & Waterways Grant	\$5,000	\$5,000	\$0	\$0	\$0	\$0
3 Oil Piers Project - ExxonMobil Mitigation Funds	\$100,000	\$0	\$10,000	\$30,000	\$30,000	\$30,000
Total	\$825,000	\$149,000	\$154,000	\$174,000	\$174,000	\$174,000
Surplus / Deficit	-\$68,229	-\$3,500	-\$9,178	\$1,051	-\$31,817	-\$24,786